



## 二次博弈下供应链的均衡订货批量分析

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### The Quantity Discount Policy of Supply Chain under Quadratic Game

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**摘要** 首先提出了二次博弈下供应商与零售商的四种博弈方式:静态-静态博弈、静态-动态博弈、动态-静态博弈和动态-动态博弈;并且分别对四种博弈方式下的均衡做了详细的分析和求解,同时通过一个实例求得了该博弈下的一个混合战略纳什均衡,对比一次博弈得到结论:在正常情况下,二次博弈较一次博弈而言,无论供应商、零售商还是整个供应链的成本都高。

**关键词:** 供应链 二次博弈 数量折扣 混合战略纳什均衡

**Abstract:** The paper brings forward four game models under quadratic game: static state-static state game, static state-dynamic state game, dynamic state-static state game and dynamic state-dynamic state game, analyzes the equilibrium under the four game models, at last calculates a mixed strategy Nash equilibrium through an example, and by contrast to the cost under quadratic game and simple game draws a conclusion that under normal condition the cost of supplier, retailer and supply chain under simple game is lower than that under quadratic game.

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